

Want Ads.,
Agriculture,
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The Times Dispatch

INDUSTRIAL SECTION

Financial,
Manufacturing,
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BUSINESS GROWS IN BIG RICHMOND

More Facts and Figures
Concerning Trade In-
crease in Decade.

THE SOUTHERN BARGAIN HOUSE

Pleasing Illustration of How
Richmond Wholesalers Enlarge
Volume of Business—Forced
to Find New and Larger
Quarters—Site of Old
Exchange Hotel.

BY FRANK S. WOODSON,
(Industrial Editor.)

In an article which appeared on this page a few weeks ago it was said that comparatively few of the citizens of Richmond are aware of the immense wholesaling and jobbing business that is done in this city, and that those people who are not directly interested in the business, or who do not feel an interest in trade statistics generally, but who yet love to boast of Richmond's commercial and industrial greatness would be surprised, should they carefully analyze the figures, study the facts concerning the wholesale trade of this city and examine the map showing the vast territory over which Richmond sells all kinds of goods to retail merchants. They would learn much more of the greatness of this city's jobbing trade were they to also make a study of the figures which show the marvelous increase in this business within the past five or six years.

Then and Now.
The time was when the jobbers of this city confined their efforts almost entirely to two States, and it was rare for them to make a shipment farther south than North Carolina and farther west than West Virginia. Now they sell in all the Southern and Southeastern States and in many of the Western States, and with the completion of the Panama Canal and the expansion of the Blaine-McKinley-Taft-Champ Clark reciprocity idea the Richmond jobbers and manufacturers will very likely be among the first to invade the Central and South American states, and possibly the Orient, but this kind of prophesying is calculated to call for the croakings of certain kinds of creatures that unfortunately still infest so good and progressive a city as Richmond, although they are not altogether as much in evidence as they used to be. But this is another subject. Let's get back to the figures.

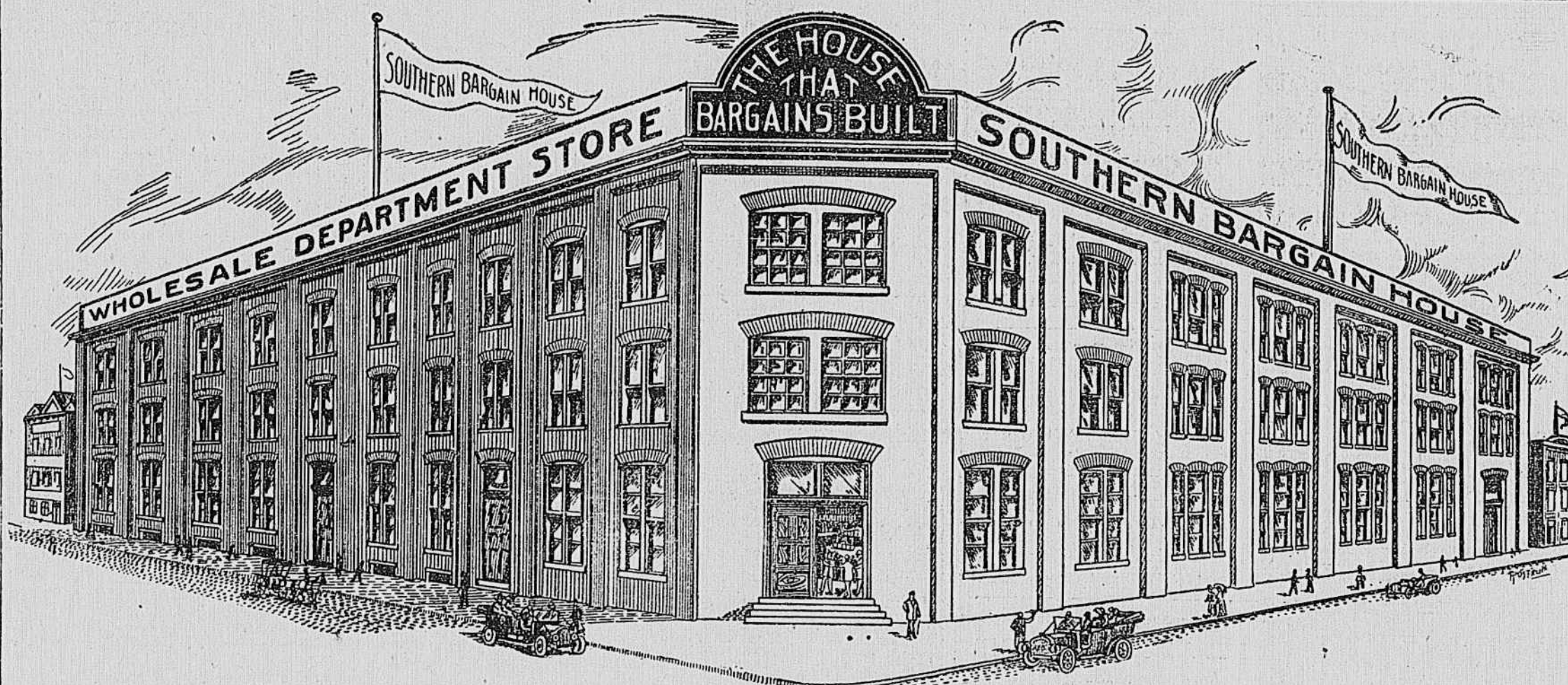
Great Increase and Why.
It is a pleasing task to revel in these figures and bring them to the front for the information of those who love to talk up big Richmond. An interesting little pocket folder recently gotten out with great care by William T. Dabney, business manager of the Chamber of Commerce, tells us that from 1900 to 1910 the annual sales of the Richmond wholesalers increased 55 per cent, and for the same period the capital invested in the business was increased only 31 per cent. This means that the houses already engaged in wholesaling enlarged their trade territory and increased the volume of their business faster than new houses were established; that what were small houses became large ones and that the Alexanders of the jobbing trade did not stop to shed tears about the absence of other worlds to conquer, but went right ahead to find new ones and proceeded to conquer them. But few of the jobbing houses are less than ten years old. There have been changes in proprietors and in firm names and styles in the time as the houses grew, and capital has been enlarged, but nearly every jobbing house in Richmond was in existence in some way or other a decade ago.

Just an Illustration.
More than ten years ago there was on Cary Street, Nos. 1001-06 and 05 a wholesale notion house that did a good and conservative business. Seven years ago two active and energetic young men bought out this concern, and while they were conservative enough they commenced at once to push things as they had not before been pushed in the notion line in Richmond, and the Southern Bargain House, the name the establishment became known by, began to grow in a way that was wonderful. The proprietors of the house are William C. Long, who is the president, although the concern is not incorporated, and Arthur B. Bauer, who is vice-president. Their old stand on Cary Street was a building with four stories and a basement, having in all about 50,000 square feet of floor space. This house was supposed to be large enough to stand all the business growth that could come in a decade or two, but so rapidly did the business of the Southern Bargain House expand and grow the owners had to begin last year to look for larger and more convenient quarters. So great was their volume of business in the last month of last year that the concern had to close its doors six whole days between the 14th and 15th of December in order to catch up with orders and make the promised shipments in the time agreed upon, and for six weeks previous to the holidays the entire force worked half of each night in getting in the usual full day's work.

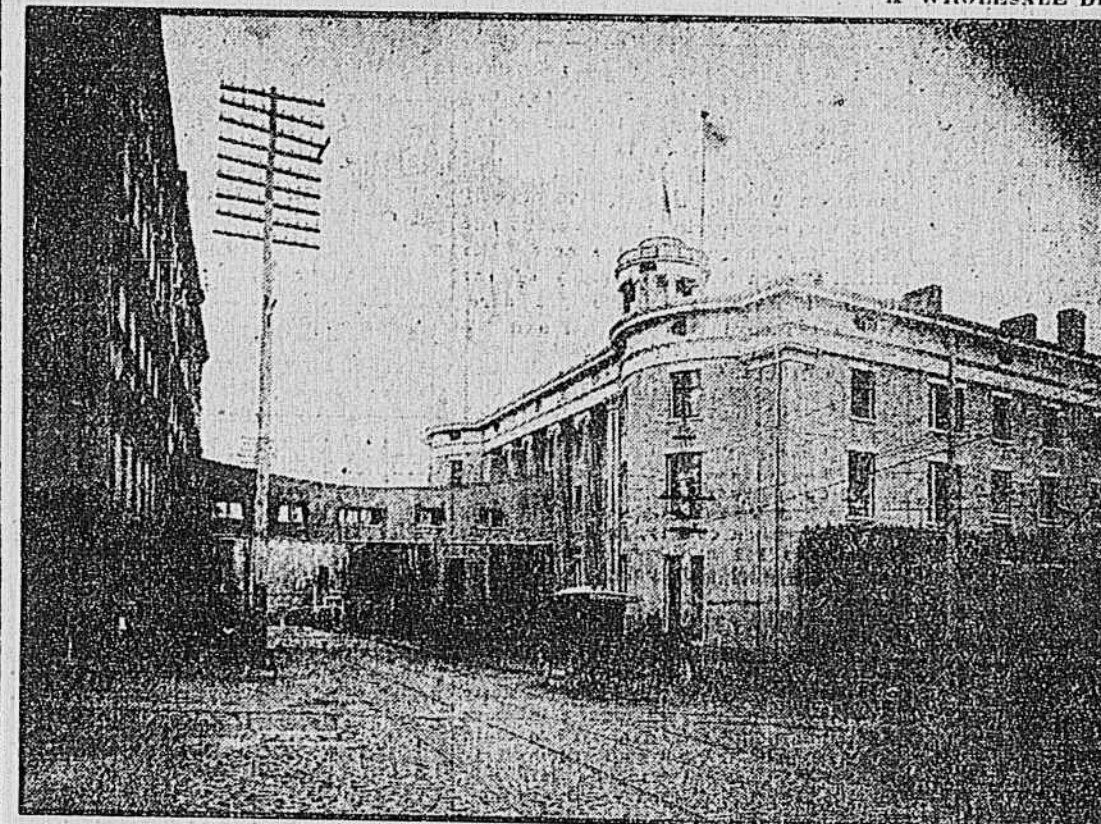
Just Had to Close.
Thus more room and a larger force became an absolute necessity, and when it was announced that M. Cohen Son & Company, wholesale dry goods merchants, were going out of business and the mammoth storerooms and warehouse on the site of the famous old Exchange Hotel, Fourteenth and Franklin Streets, occupied by them was to become vacant the Southern Bargain House proceeded at once to lease it. In this way they secured a better location right in the heart of the wholesaling district of Greater Richmond and at the same time secured the necessary floor space, better packing

(Continued on Third Page.)

CENTRE OF RICHMOND'S WHOLESALING DISTRICT



A WHOLESALE DEPARTMENT STORE.



OLD EXCHANGE HOTEL.



ANOTHER INTERIOR SECTION.

DAD'S OLD RECORD BROKEN BY THE BOY

Agricultural Awakening in the
South and How It Is
Coming About.

BIG WORK BY GREAT WORKER

Dr. Knapp Tells What Farmer
Boys in the South Are
Doing.

Dr. Seaman A. Knapp, of the Agricultural Department of the United States government is a little past seventy-five years of age, but a more active worker is not in the employ of the government. He is at the head of the greatest work for the good of the country that is known in America to-day—a far-reaching campaign that is telling for good on the education and agriculture of the South and the whole nation. Thousands of good men, numbers of whom are in Virginia, are co-operating in the great movement, but Dr. Knapp is said to be its original and organizer, and is now its chief. He has recently written for Farm and Fireside, an Ohio agricultural journal, an interesting account of one factor of the campaign, one that the Industrial Section has had much to say about. Here is the graphic story as given by Dr. Knapp:

A few days since two very interesting young women were escorted to the office of Chief Clerk Jones of the Bureau of Plant Industry, and introduced with the explanation that they wanted to know something about the Boys' Corn Club work. I was about to explain myself, owing to pressure of business, when one of them remarked that she was a school teacher from New York, knew something of practical life, managed her own farm and as a teacher wanted to use any knowledge she might obtain of the Boys' Corn Club work for the benefit of the boys of her State. This won me, and I discovered suddenly that I was not so pressed for time as I had supposed.

"Kindly commence at the beginning," said the teacher, "and tell us something of the origin of these clubs; how they are organized and insured, and what you expect to accomplish by this work."

"Rather a long story," I remarked, "but I will tell you some of it. . . . The Boys' Corn Club work was organized under the United States Department of Agriculture to enable the common school teacher to teach real agriculture."

"Can't real agriculture be taught in

(Continued on Second Page.)

TRANSACTIONS IN LEAF TOBACCOS

Deliveries of Loose Leaf Some-
what Smaller—Good Stocks
Are Selling Well.

BURLEY OFFERINGS LARGE

Conditions in All of the Markets
of Virginia and North
Carolina.

While there has been some falling off in the deliveries of loose leaf tobaccos on the markets of Virginia and North Carolina, the breaks are yet quite large, and the tobacco dealers of the two States were kept exceedingly busy all of the past week.

The Richmond warehouses sold a trifling over 750,000 pounds of the sun-dried and other dark stocks, the most of which were delivered by wagon direct from the farmers' barns. The Burley sales amounted to 125,000 pounds, making the gross sales on the Richmond warehouse floors for the week nearly 1,200,000 pounds. Partly because of the smaller de-

(Continued on Third Page.)

VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

Advantages of Banks on Wheels—An Overdrawn
Picture—Southampton Wants a Peanut Oil
Mill—Time to Annex Some More
Rio Hints.

BY FRANK S. WOODSON,
(Industrial Editor.)

A bank on wheels seems to be the newest thing under the sun. A New Jersey wind has brought forth an automobile bank and started it out on its mission. It is said to be fireproof, bulletproof, burglarproof, and proof against everything except the bank of floods. It is filled with desks and other office equipment, a steel safe built in a small armory of treasures and a window strongly guarded with bars. The whole is painted steel color.

For the present the only merit claimed for this automobile bank is that it can sail out in the rural districts, gather up deposits from its country customers or pay their checks at their doors, thus saving them trips to town and return to the parent bank in the city before daylight.

Come to think about it, many other advantages might be claimed for an auto bank. For instance: When robbers attempt to make a raid on it for the cash in the vault it could take to the road, and if it is guarded for the speed made on Franklin Street in Richmond by some automobiles no burglar

on earth could overtake and rob it in a night. Then again, an institution thus equipped could easily head off a run on the bank by indulging in a little run on its own hook. As soon as frightened depositors commenced to line up in front, the chauffeur-cashier would only have to crank up and take to his heels, or more strictly speaking, to his wheels. When seventy-five or a hundred miles down the road the cashier could conduct negotiations with the depositors by telegraph and force them to sane and reasonable terms. Truly the automobile bank has good points, and no one need be surprised if the Virginian Auto Plant in Richmond shall proceed to build one or more right away, build them for enterprising and up-to-date Virginia bankers.

Where Prices Jump.

A Chicago man found a barrel of apples for which he paid \$1 a note that read:

"Dear Consumer—I was paid 75 cents

THALHIMERS TO BUILD BIG STORE

Broad Street Establishment to Be
More Than Doubled—Run
Through to Grace Street.

The largest real estate deal of this year was consummated last week when Isaac and Moses Thalhimers, composing the firm of Thalhimers Brothers, far famed Broad Street merchants, became the owners by purchase of several stores on Fifth Street, between Broad and Grace, and the ground on which they stand, and also of twenty-seven feet on Grace Street, on which the residence and offices of Dr. Phil Taylor now stand. There is no secret as to what the Thalhimers are going to do with this property, upon which they have had their eyes for quite a long time. They are simply going to tear down the buildings now on the ground and erect an addition to their present store that will give them more than double the floor space and facilities they now have.

The business of the Thalhimers Brothers has grown with such leaps and bounds this enlargement has become a necessity. The property purchased is separated from the store now occupied by the firm by an alley, which will be bridged, and from this alley the new building, which is to be four stories high, will extend 112 feet on Fifth Street, then make a dent westward and go on to Grace Street, there to have a twenty-seven-foot frontage where Dr. Taylor's residence now stands. The enlarged store will then, as now, have a Broad Street entrance of forty-eight feet, run back 135 feet to the alley, bridge the alley and then go on 157 feet to Grace Street, making a depth of 292 feet on the west side. On the east side the combination storehouse will be 135 feet on Fifth Street to the bridged alley, and then 112 feet more to the south end of the property that has just been acquired. Of course, there will be Fifth and Grace Street entrances and show windows. Altogether this will give the new building just one and one-third more room than they now have in their already large and most attractive, up-to-date store. The plans for the new building are being drawn, and the work of tearing down and rebuilding will be commenced in the early summer time.

Already the firm has commenced improvements in the building fronting on Broad Street. The entire second floor has been refitted, new fixtures installed, and the entire floor, 122 feet long by forty-eight wide, is now devoted to the display of ready-to-wear goods.

REAL ESTATE AND BUILDING NEWS

Banner Week of the
New Year; Increased
Activity.

BIG SALE AT FIFTH AND GRACE

Business Property in Active Demand—New Stores Going Up
in Various Sections—No Cessa-
tion of Activity in
Suburban Property
Deals.

The past week witnessed marked activity in the real estate realm, and all of the agents are wearing broad smiles of supreme satisfaction, of nearly all of them are. There was increased animation in all lines from one end of the city to the other. Increased activity in business and industrial properties and more sales, larger sales and more of them in residential properties, a real reawakening in the suburbs and greater inquiry for Virginia farm lands were the features of the week.

Some of the agents attribute these pleasing conditions to a loosening-up of the money market, some attribute them to better weather, and yet others just declare that it is due to the hustling qualities of the real estate agents. Perhaps all of these things combined to make things hum, but after all the activity is due mainly to the fact that men with money for investment know there is nothing better and safer to put it in than Richmond city and suburban realty and Virginia farm lands.

Of the Larger Deals.
One of the deals of importance was pulled off by Elam & Funsten, who, acting for the estate of W. H. Scott, entered into a contract with Schwartzschild & Sulzberger Company to erect for their use on the lot at the southwest corner of Seventeenth and Grace Street a building to be used as packing-houses and office rooms. It is understood that the building, which is to cost \$20,000, is to be erected at once, and the firm is to lease it for a period of twenty years. The Chesapeake and Ohio Railway will run side-tracks into the building, and it is to be an up-to-date establishment in all respects.

Business Property in Demand.
Richeson & Crum sold during the week four stores, two on West Broad Street, one on Baker Street and one on East Main Street, for all of which they got \$23,250. They also sold four V. & E. Broad Street lots, on which four stores are to be built. Other business properties were sold by various agents, but for reasons best known to themselves they decline for the present to give out any particulars. To give an idea of the Broad Street business property value it may be mentioned that a store situated on the north side, between First and Fourth, was offered last week at auction by H. Seldon Taylor & Co., and withdrawn after a bid of \$1,000 per front foot had been made.

Residential Property Active.
Nearly all of the agents report good business in residential property, and many sales made. Elam & Funsten sold the residence of Dr. John S. Wellford, No. 212 East Grace, for \$12,000, and S. Seldon Taylor & Co. sold two high-grade Grace Street homes. J. C. Pollard reports business very good and real estate "conservatively" active. He says his firm had the best business of the year the past week, the sales being of various classes of property, and the deals being valued from \$20,000 down. Mr. Pollard declined to particularize when asked about these sales. He rather intimated that he was bordering on the conclusion that real estate agents ought to seal their lips when men of news are around, and said he knew that some of the men who lend money on realty are of that way of thinking. Nearly all of the agents seen yesterday concur in the general statement that last week was the banner week so far of the year in real estate, but when my inquiries reached the point where particulars and specifications were expected to come in, the most of them, in fact, nearly all of them, like Mr. Pollard, began to chew sealing wax.

In the Suburbs.
A pleasing feature of the week was renewed activity in desirable suburban properties. Out about the Battle Abbey site many sales were made. Amos & Poindester sold 117 feet to one man and 140 feet to another for \$40 per front foot for the same. In all of the suburbs were to be seen investigators and inquirers, and not a few sales were made. President Winston of the Eastern Glinter Land and Development Company was asked about the early spring activity in Glinter Park. He said this evidence was several new houses to be commenced this week, one for J. M. Cooke on Noble Avenue, another for John S. Eagleson on Seminary Avenue, and still another for Arthur Trevett. He

(Continued on Third Page.)